

**JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD**  
**B.Tech II Year II Semester Examinations, July/August - 2021**  
**MANAGERIAL ECONOMICS AND FINANCIAL ANALYSIS**  
 (Electrical and Electronics Engineering)

Time: 3 hours

Max. Marks: 75

Answer any five questions  
 All questions carry equal marks

1. "Knowledge of managerial economics is relevant to professional engineers". Justify the statement. [15]
2. Explain the different methods of demand forecasting in detail. [15]
3. Explain briefly the following:  
 a) Opportunity cost      b) Imputed cost      c) Sunk cost. [5+5+5]
4. Compare and contrast "penetration pricing" versus "market skimming pricing". [15]
5. Evaluate the conditions that necessitated industrial policy 1991. [15]
6. The cash flows in Rupees for two alternative A and B are as given below in Rupees:

year	A	B
0	(2,00,000)	(3,00,000)
1	40,000	50,000
2	50,000	60,000
3	90,000	80,000
4	85,000	90,000
5	55,000	80,000

If the total funds availability is limited to Rs.3.0 lakhs, which investment will you choose using Payback period approach? [15]

7. The following balances are extracted from the books of Mr. Ajit Borkar. Prepare Trial Balance as on 31-12- 2019. [15]

a/c balance	Rs	a/c balance	Rs.
Stock (1-1-2019)	15,000	purchases	1,47,850
drawings	37,400	Capital	1,25,000
Discounts received	500	Discount allowed	475
Sales	1,67,675	furniture	16,500
Sundry creditors	37,500	Bank loan	60,500
Rent	36,250	Printing charges	750
Sundry expenses	10,500	Freight	1,750
taxes	4,750	machinery	1,57,700
Bills receivable	26,250	Bills receivable	15,850
Insurance	600	Carriage outward	750

8. Write short notes on:  
 a) Break even point      b) Determinants of demand. [7+8]

# Managerial Economics Question Papers

**Yicheng Fang**



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